

Navigating the FMC & Power Administration Contracting Waters: How to Find and Capitalize on Procurement Opportunities II

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Where Are We?



What We Are Looking For

- High quality products
- Reliable suppliers
- Fair prices
- Suppliers that help meet purchasing goals for small businesses and socio-economic goals
- More than one potential supplier to ensure that contracts are awarded in a competitive environment to the maximum extent possible.



Initiating Business with the Government

- **Register your business in the System for Awards Management (SAM) database (sam.gov)**
 - FREE registration
 - REQUIRED for doing business with the Federal Government
 - NOT required for doing business with most FMC



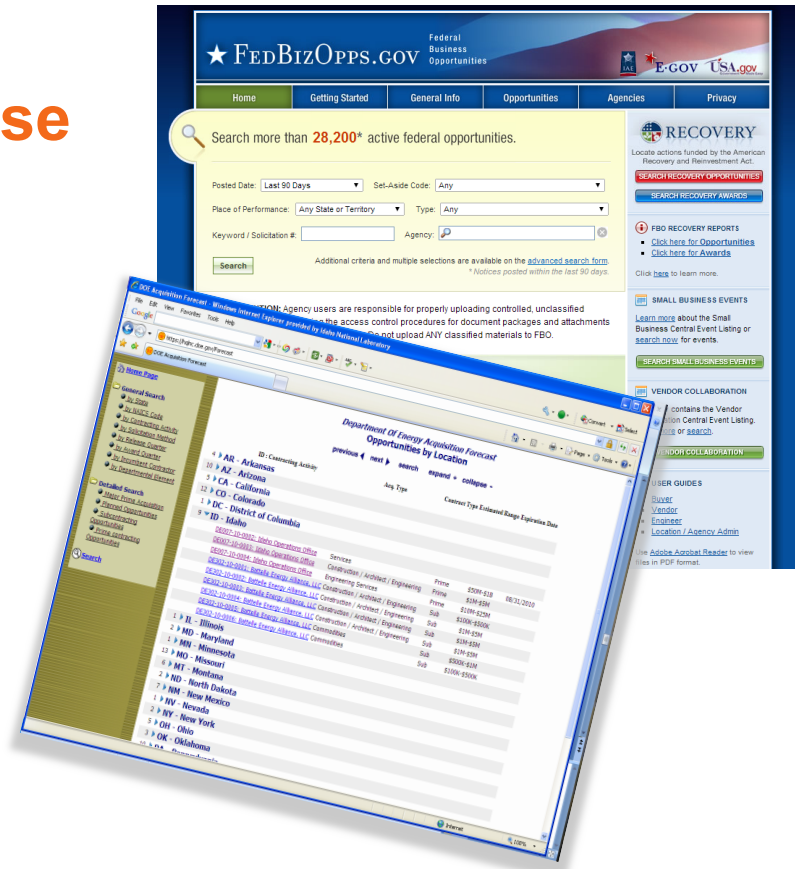
www.SAM.gov

Initiating Business with the Government (cont)

- **Register your business with the individual sites**
- **Email your capabilities statement to better acquaint us with your company and your products and/or services**
- **Contact the Small Business Program Office to discuss potential opportunities posted on the Procurement Opportunity web pages or arrange a meeting.**

Researching Procurement Opportunities

- Department of Energy's Acquisition Forecast Database
- FedBizOpps web site
- DOE Office of Small and Disadvantaged Business Utilization webpage (energy.gov/osdbu)
- Individual web site



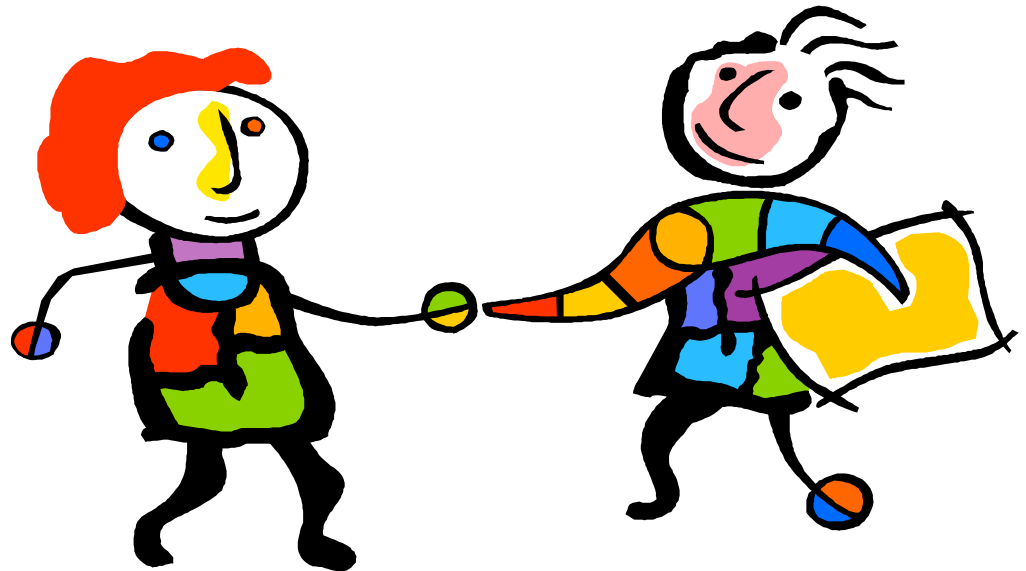
Free Resources to Help Small Businesses

- **U.S. Small Business Administration**
- **Small Business Development Centers**
- **Service Corps of Retired Executives (SCORE)**
- **Procurement Technical Assistance Centers**
- **Department of Transportation Disadvantaged Business Enterprise Program**



Other Resources

- Trade Associations
- Local Chamber of Commerce
- Local Economic Development Organizations
- NETWORK, NETWORK, NETWORK



Idaho National Laboratory

Department of Energy - Idaho

Prime Contractors

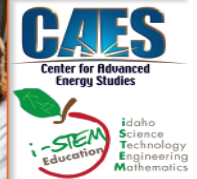
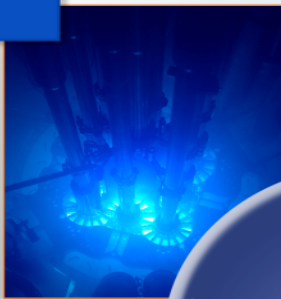
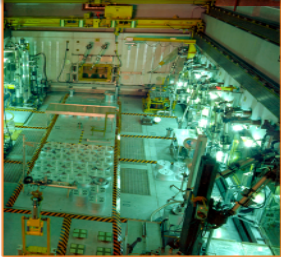
- Idaho National Laboratory – Managed and Operated by Battelle Energy Alliance, LLC
- Idaho Cleanup Project – Managed by CH2M-WG Idaho, LLC
- Advanced Mixed Waste Treatment Project (AMWTP) Managed and Operated by Idaho Treatment Group



INL – The National Nuclear Laboratory

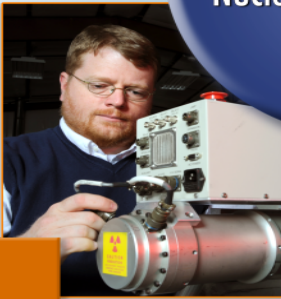
Developing world-class Nuclear Energy capabilities

Fostering education, research, industry, government and international collaborations to produce the needed investment, programs and expertise



Preeminent
Internationally-Recognized
Nuclear Energy RDD&D
Laboratory

INL Wireless
TEST BED



Major center for
National and Homeland Security
technology RDD&D

Lead clean energy
systems RDD&D laboratory and
a regional resource

Research – Development – Demonstration — Deployment

INL Business Volume vs Procurement Volume

Average of 42% of business volume goes out in the door in procurements



Procurement Volume
as % of Lab BV

21%	46%	44%	54%	50%	44%	48%	43%	33%	33%
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*Partial Year 11
**Forecast

INL FY 14 Small Business Goal -- 40%

~\$109M available for
Small Business



INL Small Business Program Vision

Vision

*“INL Small Business Program will be a leading example of how to target, shape and retain small businesses to help **sustain** a Preeminent World-Class Nuclear Laboratory.”*



Primary Goals

- Increase the extent, variety and complexity of small business involvement with the INL.
- Ensure that small businesses participate in meaningful prime contract performance.

Opportunities – What We Buy

The principal products and services to be procured in support of the INL Small Business Subcontracting Goals are those associated with an extremely diverse research and development environment and are vital to the vision and mission of the INL.

INL Principle Procurement Categories



- **Commodities:** office supplies; chemicals; industrial supplies; fasteners; tools; clothing; gasses; petroleum



- **Construction:** new facilities; infrastructure upgrades; leased buildings



- **Equipment:** capital equipment; heavy equipment; instrumentation; engineered hardware; nuclear fuels; reactor spare parts

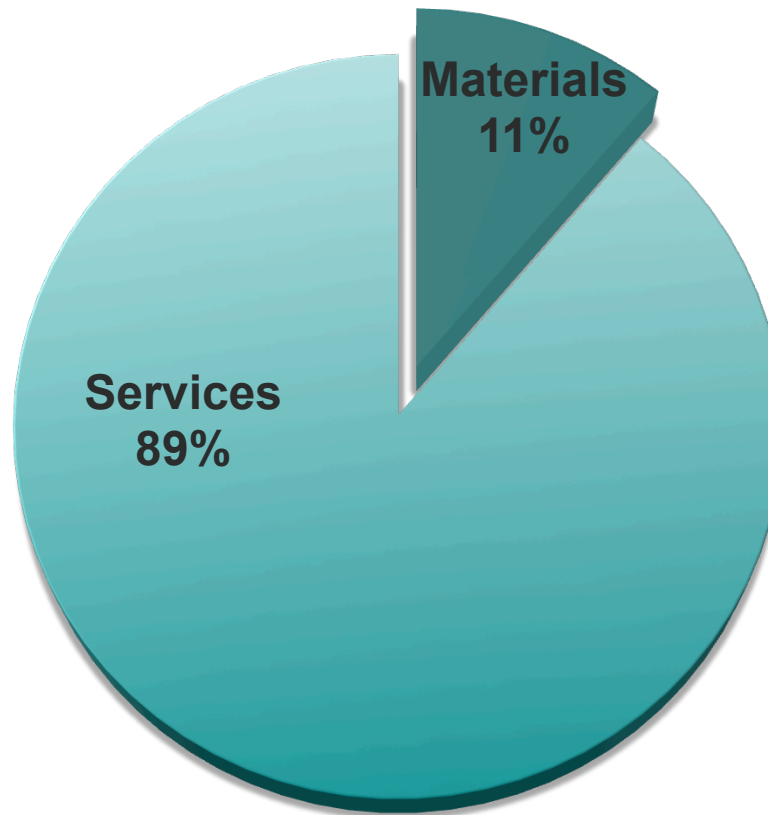


- **Information Technologies:** specialty software; servers; programming telecommunications services and equipment; equipment systems;



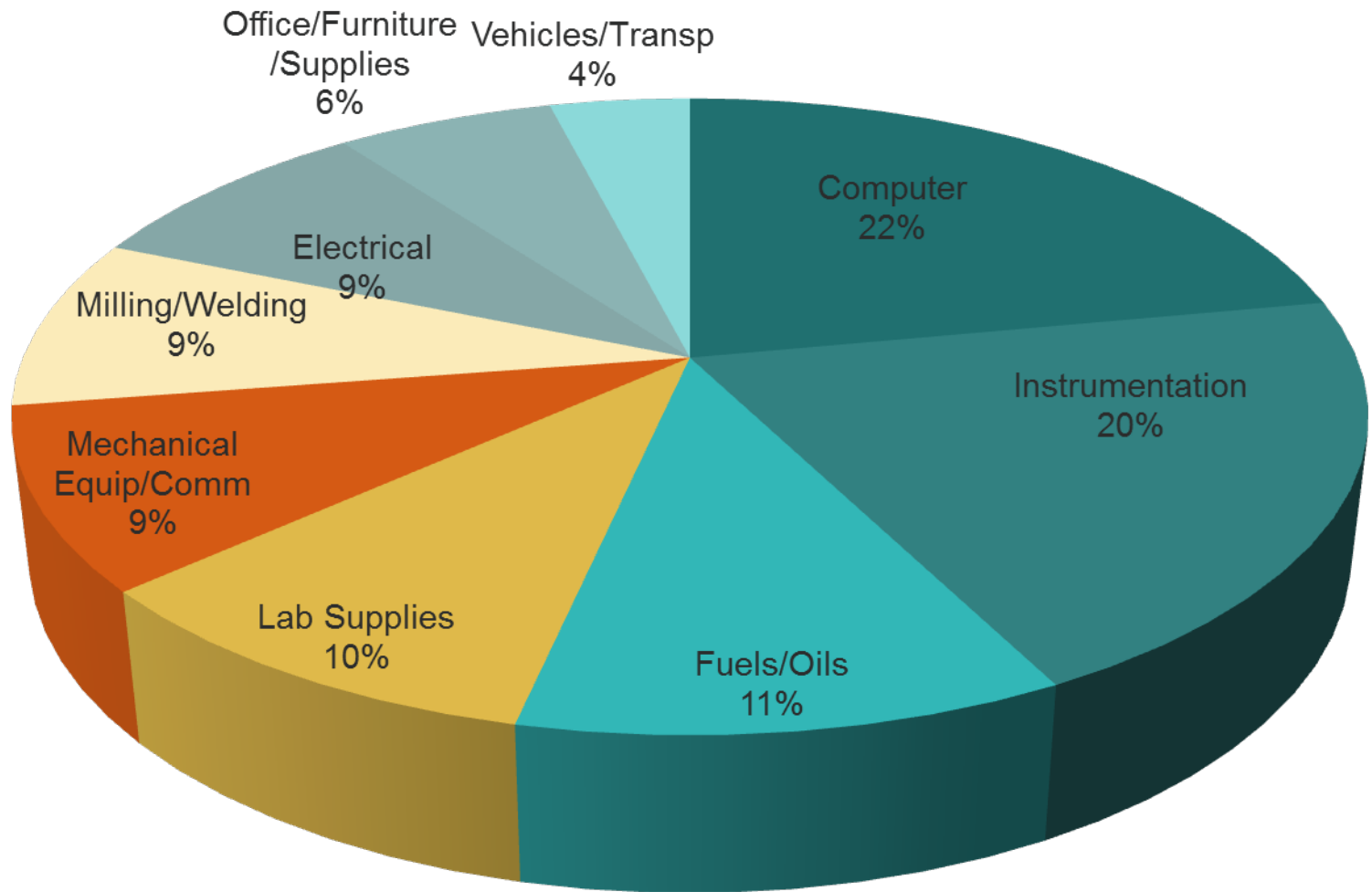
- **Services:** technical services; engineering (civil, structural, mechanical, electrical) environmental support; facility support; janitorial; maintenance; university research and development

Where We Spend Our Money

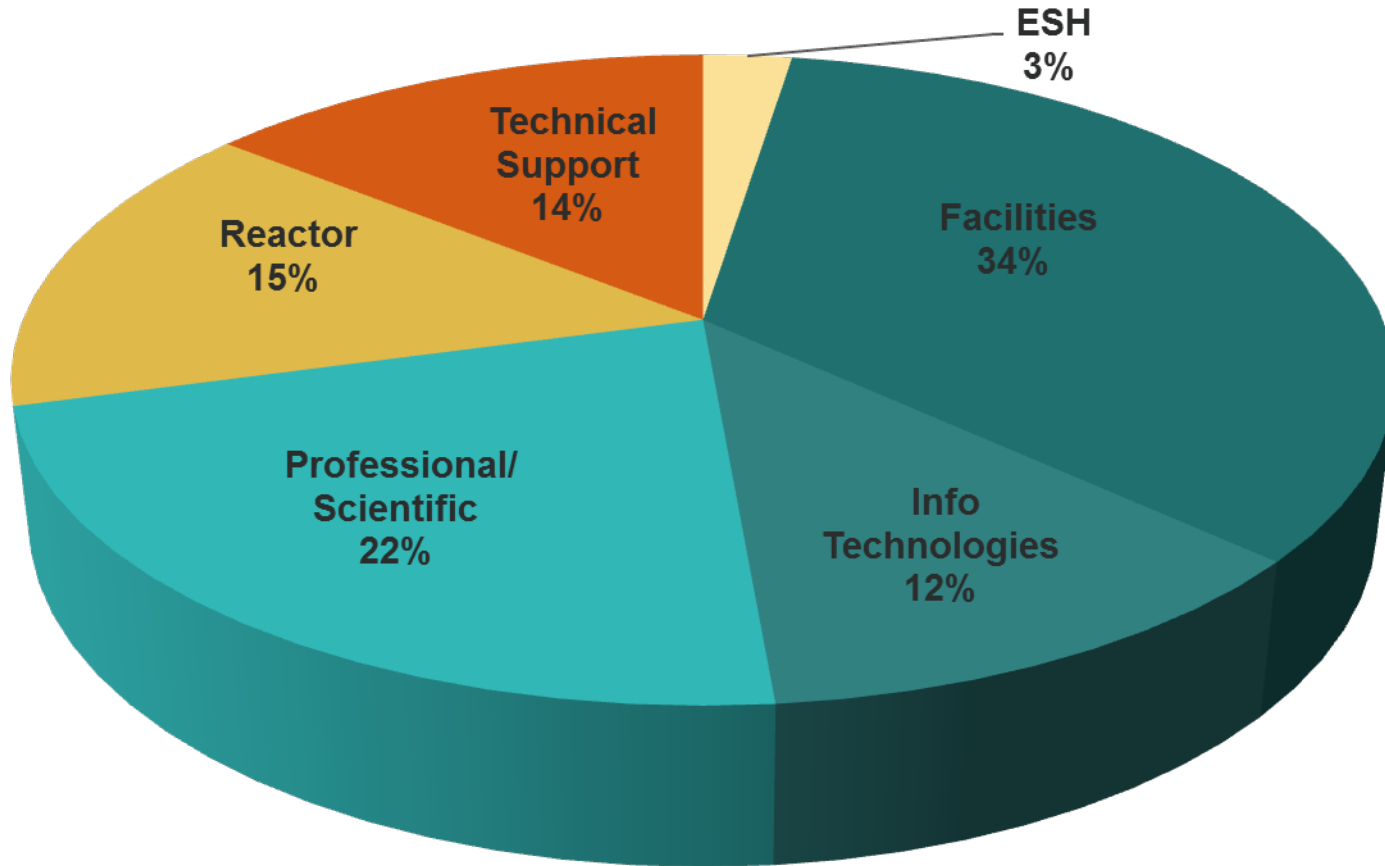


* No P-Card

Commodities



Contracts/Services





**“Opportunity paged me, beeped me, linked me,
e-mailed me, faxed me, and spammed me.
But I was expecting it to knock!”**

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